

Message Text

UNCLASSIFIED

PAGE 01 QUITO 07193 292307Z

64

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-06 RSC-01 /018 W

----- 029804

P R 292156Z OCT 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC PRIORITY 3037

INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 7193

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: FOREIGN BUYER PROGRAM: ECUADOREAN SUBSECRETARY OF
GOVERNMENT DR. ESTARELLAS.

REF: A. QUITO 6597 B. QUITO 6675 C. STATE 225287 D. STATE 232176

1. UPON RECEIPT OF REFTEL D, EMBASSY FORWARDED INFO UNDER PARA 1 TO
LT. GALVEZ, REQUESTING THAT MINGOV PROVIDE ANSWERS SOONEST.

2. GALVEZ, ON BEHALF OF MINISTER, INFORMED EMBOFF TODAY THAT MINISTRY
IS DICONCERTED BY GM FAILURE TO PROVIDE FAST AND FIRM RESPONSE TO
QUERIES. MINISTRY, ON APPROXIMATELY OCTOBER 23, TELEXED PROPOSED
CONTRACT TO HARPER AND TO DATE HAS RECEIVED NO REPLY.

3. MINISTRY MAINTAINS THAT MOST POINTS IN REFTEL D DO NOT LENT
THEMSELVES TO CABLED EXCHANGES. CONTRACT, SERVICE REQUIREMENTS, AND
QUOTES ON PICKUPS AND OTHER EQUIPMENT MUST BE NEGOTIATED IN QUITO
BETWEEN AUTHORIZED GM REPRESENTATIVE AND MINISTRY OFFICIALS. GALVEZ
INSISTED THIS WAS ONLY RECOURSE AND THEREFORE HE COULD NOT PROVIDE
EMBOFF ANY FURTHER CLARIFICATION OF DATA WHICH GM CLAIMS IT NEEDS.
GALVEZ MENTIONED ONLY THAT VEHICLE AND EQUIPMENT NEEDS ARE THOSE
ALREADY REPORTED BY THIS EMBASSY AND THESE HAVE NOT CHANGED.

4. GALVEZ SAYS MINISTRY IS PREPARED TO PAY CASH FOR VEHICLES AND
OTHER EQUIPMENT WITH EXCEPTION OF SMALL PORTION WHICH MAY HAVE TO
BE FINANCED. HE CLAIMS IT URGENT THAT GM OFFICIAL BE PRESENT IN QUITO
NO LATER THAN NOVEMBER 7, AND THAT OFFICIAL BE ABLE TO PROVIDE PRICE
QUOTATIONS ON ALL ITEMS OF EQUIPMENT, AND BE EMPOWERED TO SIGN

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 QUITO 07193 292307Z

CONTRACT ON BEHALF OF GM PRIOR TO LEAVING QUITO. IF OFFICIAL HIMSELF

DOES NOT SPEAK SPANISH, IT IS ADVISABLE HE BE ACCOMPANIED BY SPANISH-SPEAKING GM TECHNICIAN.

5. COMMENT: GIVEN GM'S STATED INTEREST IN SUPPLYING THE VEHICLES, AND THE DECLINING SALES PICTURE OF US AUTOMOTIVE INDUSTRY, EMBASSY IS PERPLEXED AS TO WHY GM IS PROCRASTINATING IN SENDING HIGH-LEVEL OFFICIAL TO NEGOTIATE VEHICLE SALE OF ABOUT US\$1 MILLION TO GOE. MOST FOREIGN COMPETITORS WOULD NOT HESITATE IN SENDING HIGH-LEVEL REPRESENTATIVE AT MERE HINT FROM MINISTRY. EMBASSY DAILY RECEIVES U.S. BUSINESS VISITORS WHO HAVE NO DATA WHATSOEVER OF LOCAL MARKET FOR THEIR PRODUCTS BUT ARE ENTERPRISING ENOUGH TO PERSONALLY INVESTIGATE. IN THIS CASE, WE CONCUR WITH MINISTRY'S VIEWPOINT AND URGE COMMERCE TO IMPRESS UPON GM IMPORTANCE OF SENDING AUTHORIZED, HIGH-LEVEL REPRESENTATIVE TO QUITO SOONEST BEFORE THE MINGOV STARTS SHOPPING ELSEWHERE.
HEMENWAY

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 29 OCT 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974QUITO07193
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740308-1108
From: QUITO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741010/aaaaahup.tel
Line Count: 77
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A. QUITO 6597 B. QUITO 6675 C. STATE
Review Action: RELEASED, APPROVED
Review Authority: izenbei0
Review Comment: n/a
Review Content Flags:
Review Date: 12 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 MAR 2002 by chappeld>; APPROVED <11 FEB 2003 by izenbei0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYER PROGRAM: ECUADOREAN SUBSECRETARY OF GOVERNMENT DR. ESTARELLAS.
TAGS: BEXP, EC
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005